OVERLAND DEALERS' **GREAT CONVENTION**

9,000 Men From All Parts of Country Gather at the Toledo Plant.

Truly phenomenal in its magnitude is the convention of the Willys-Overland dealers now in progress at the Toledo factory. It is expected that by the time the gigantic convention ends on December 23 more than 9,000 men will have been entertained, going to Toledo in no less than twenty-eight special trains. It is the biggest convention ever held in the United States, not excepting any of

the national political conventions.

The enthusiasm and spirit of the convention beggar description. Pleasure and business travel hand in hand, factory trips, sales talks, motion picture lectures on new models and motors, min-strel shows and band concerts by the Overland organizations, coupled with nightly dinners and banquets at which more than a thousand men are seated at ence, are just some of the extraordinary features of this history enaking conference. Practically avery than conference. Practically every phase of the Pacific Coast space.

The Pacific Coast special, which transported the Overland dealers from the coast to Toledo and home again, was the longest transcontinental special train in the history of railroading, fourteen

in the history of railroading, fourteen Pullmans making the trip. On this special was E. M. Bachrach, Overland dealer at Manila, P. L. with a check for \$100,000 in his pocket as a deposit on his contract for 1917.

The first squad arrived in six special trains—seventy-two Pullmans, which made more than a mile and quarter of cars parked in the extensive railroad yards of the Willys-Overland company. Seventy-four per cent. of the Dixie contingent had never been north of the Manile of the Pacific Coast guests had never been east of the, Rockies before.

Dealers from New England and the middle West arrived on Tuesday in a heavy snowstorm, which in no wise diheavy snowstorm, which in no wise di-minished their enthusiasm. They con-tracted for 26,225 cars for the 1917 seaman wore than \$22,000,000 worth. This brings the total business of the conven-tion to \$125,000,000 up to last Wednes-

cord breaking convention will until December 23, with fresh ntinue until December 23, with 1921, ands of dealers arriving every other y. It is anticipated that the amount contracts to be signed during the contracts to the convention will ap-

During the opening week of this convention John N. Willys invited as his guests 3,000 Overland dealers, their bankers, prominent citisens and newspaper men of their cities. His purpose was to acquaint them with the immensity, pressures and stability of his institution, as well as to give them a preliminary display of the 1917 line. Dealers' con-tracts for the 1917 season were also

mode ready.

On Monday and Tuesday, December 4 and 5, 1,200 dealers from the Southern the gumbo air Hupmobile plu and middle Western States signed contracts for 25,925 cars, more than \$20,-106,600 worth. The South, on the breakeld of a wave of unprecedented respectly, contracted for 12,000 cars.

Last Wednesday and Thursday the Philadelphia sone organisation, the Paritie coast dealers and the sales people from northern Illinois and Escanaba, forth the word facility, signed contracts for 25,460 cars. The third me

Twelve thousand of these will be sold on the Pacific coast.

In an interview with newspaper men John N. Willys, president of the Willys Overland Company, declared that he esti-mated that the Willys Overland Com-pany and allied manufactures would be a \$250,000,000 business during 1917. It is his prediction that the coming season will be an unpresidented one in sufferned will be an unprecedented one in automo-bile history, because of the unparalleled prosperity in all paris of the country.

CHINESE KITE CARRIAGES.

hicles, Says C. S. Rieman.

While many people do not know it, the first record we have of a vehicle travel-ling without animal power is found in the ancient Chinese records, which give

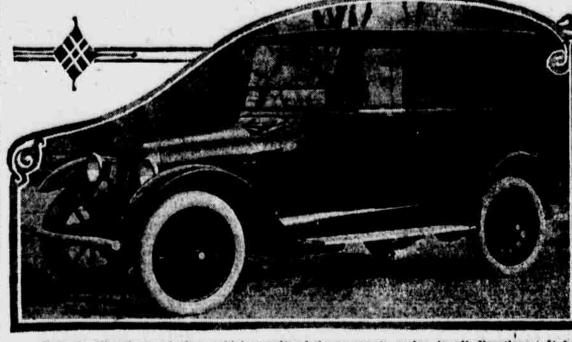
rar, which more resembled a thrashing machine than an automobile, contained a popping one cylinder engine. Next, he purchased a "two lunger": then a four cylinder car, &c. Naturally he now explores the highways in his Elgin Six.

To rose owners that would would have mission over the old geared type is such that even a child can drive an Owen-Magnetic car. A simple movement of the finger lever back and forth operates plores the highways in his Elgin Six.

Therefore they are buying trucks."

The simplicity of this mode of transmission over the old geared type is such that even a child can drive an Owen-Magnetic car. A simple movement of the finger lever back and forth operates the highways in his Elgin Six.

Newest Convertible Type Is the Chalmers Sedan



Note the liberal use of glass, which permits of the occupants seeing in all directions. It has alk passenger scating capacity and two of the seats fold away when not in use. It has the usual electrie lights inside and an added note of refinement is given by the beautiful interior finish. This improved Sedan is on exhibition at C. T. Silver's showroom, at Broadway and Fifty-seventh street.

HUPMOBILE TOUR PROGRESSES.

Capital to Capital Trip In Meeting With Great Success.

capital to capital Hupmobi is well on its way to Austin, Tex., its thirty-sixth capital. Since getting over the snow regions of the Rockies the car has once more been making excellent time and is now well on its way through the Southern cities.

The tour is nearly four months old.

having started at Washington on August 25. At the end of the third month the car driven by C. E. Salisbury and George Lipe had visited thirty-five of the State capitals, which included a circle through the East, North and West, and on its way West, through the Southern tier of States. The total mileage was 13, 683, over every imaginable kind of road.

During the first month the party travbe weeks of the convention will ap-regimate \$200,000,000—the entire 1917 atput. The planned production may ave to be raised to meet the dealers' New Hampshire, Vermont, New York. New Hampshire, Vermont, New York, Ohio, Kentucky, Indiana, Michigan, Wisconsin, Illinois, Missouri, Kansas, Nebraska and Iowa. At the start of the second eventful month St. Paul, the cap-ital of Minnesota was first visited, and then the start for the West was made. Then came the hard grind through the Dakotas, with the unmarked prairies in the southern and central parts and the sikali roads of the western section. which were unfortunately met in wet

> passes through the Western mountains to get into Seattle, Wash. More mountain climbing More mountain climbing followed, and the car proceeded through the rough roads of northern California to Sacra-mento, where a sudden change brought forth the wenderful boulevard highways

weather. Through Montana rains made the gumbo almost impassable, but the Hupmobile plugged along and got into

The third month was by far the hardest for the now well tested car and har-dened crew. Leaving California the first divide over the mountain was made into Carson City, then came the bad roads of Nevada and the Great American desert, and the struggle with the sand. Snow in its heaviest form and weather as low as 27 below were the next test from after passing the continental divide good roads were encountered for a short time before long desert stretches in Arizona were the stumbling blocks.

TRUCK SALES INCREASING.

Merchants Are Supplanting Horses With Motor Trucks.

With Motor Trucks.

I. L. Kohn of the Crown Motors Corporation, metropolitan distributers for the kite carriages. In the early reign of King James I. of England a patent was issued to one Huge Upton, reading as follows: "For the sole making of an instrument which shall be driven by the wind for the transportation or carriage of anything hy land." Some believe that Upton second china.

Authority for these statements is C. S. Rieman, vice-president and general manager of the Elgin Motor Car Corporation, many of the commercial motor care. "Such costly personal lesson prompts them to act. "Such costly personal lessons were ager of the Elgin Motor Car Corporation, contend with the automobile industry from its inception, and has always of which give service much of the timestance of the elements. This brought great losses to horse owners that would would have been a child can drive an Owen-Magnetic principles ease of the elements. This brought great losses to horse owners that would would have been a child can drive an Owen-Magnetic principles ease of the elements. This brought great losses to horse owners that would would have been a child can drive an Owen-Magnetic principles ease of this chassis.

"The Owen-Magnetic principles ease of this chassis."

"The Owen-Magnetic principles ease of this car and the occupants," he continued the car and the occupants, the car are no shocks, jerks or gear familiar because the engine to the car a

A Splendid Teacher Is the "Anchored Car."

FRANKLIN SAFETY IDEAS.

Syracuse Plant Equipped to Pro-

mote "Safety First" Principles. "Safety First" methods and many thousands of dollars worth of machinery to safeguard human life are charac-teristic of the factory of the H. H. Franklin Manufacturing Company, makin reducing fire hazards, safeguarding

machinery, organizing accident preven-tion work and in making the factory sanitary in every particular.

The elaborate and thorough system among the 2,300 or more employees is in charge of an expert who devotes all his time to its supervision. The plant five foremen, and a departmental safety committee made up of all foremen and sub-foremen. Each committee holds con-ferences at regular intervals. Inspections are made in every part

of the works every day, and any con-dition which suggests the possibility of an accident or a fire, or which may en-danger the health of an employe, is re-ported to the central sufety committee and remedial action taken. An assembly hall has been fitted up in

one of the Franklin buildings and here weekly group meetings of emp held and instructive talks given on safety first and first aid principles and Sanitation is a matter of paramount

mportance in the Franklin safety plan. Forces of men cleaners are engaged day and night in removing debris, scrubbing floors and stairways and in using dis-infectants wherever required. No rub-bish in which a fire might start is allowed to accumulate facilities found in up to date factories

the Franklin company maintains a chemical engine, fire pumps and ap-paratus, and a well drilled fire patrol, ready for police duty in case of emergency. Frequent fire drills make it possible for all the employees to vacate the plant in less than three minutes.

A hospital for treating first aid and even more serious cases, in charge of a company physician and surgeon of a company physician and surgeon and asistants, is another feature. Prompt report on all mishaps is insisted upon by the company, for it is recognized that a trivial wound may eventually lead to a serious case of disability if

OWEN-MAGNETIC EXHIBITION

of Broadway and Fifty-seventh street.

"There will be no changes in the Owen-Magnetic cars this year," says Sales by Hudson Super-Six cars during the by Hudson Super-Six cars during the lost machine that money and brains can be best machine that money and brains can be an hour; standing start to fifty niles an hour; twenty-four and is to fit the finest, latest and best types of coach work to this wonderful chaseis. By this I do not mean that there are no changes in Owen-Magnetic there are some of the records made by Hudson Super-Six cars during the lost season: One mile straightaway.

162.53 miles an hour; standing start to fifty niles an hour; twenty-four and in seasons. One mile straightaway.

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3 TRUCKS REPLACE 27 HORSES.

Give Better Service, Effect Economy and Help Business.

Three five ton Pierce-Arrow trucks engaged in a service involving a run whose most distant point is Guttenburg. five miles away, replace twenty-seven ers of Franklin automobiles, at Syra- horses and nine wagons for the firm of use, N. Y. Much money is spent yearly Jagells & Bellis, Hoboken, N. J. These vehicles not only give a better service but effect a direct economy in operation for distance work. Formerly a delivery of coal to these distant points averaged 65 cents a ton. With trucks this amount

not up to standard are condemned and sold. From \$225 to \$425 is paid for new animals. Enough reserve horses are maintained so that those in active service are never overworked. Yet despite the natural preference for horses Jagelia & Bellis would welcome

a condition that would make it possible to retire them all. Motor trucks give far better service in the snows of winter. They maintain the service when horses are marconed in their stables. Trucks can be used in rush work night and day. Moreover, they can be protected by insurance, while

live stock underwriting. But for excessive and apparently discriminatory rates on ferries, trucks would be used almost exclusively for carrying coal to New York city. Despits these high rates much coal is de-livered by truck. Many such requests are received. For instance, at his Fifth avenue mansion Andrew Carnegie, the steel baron, declines to permit the de-livery of coal by horses. Jagella & Bellis were enabled to get this business because they had trucks for the delivery.

HUDSON SUPER-SIX VICTORIES. Are Numerous, Consistent and of Many Varieties.

hour with top and windshield up, carry-ing five passengers, 70.64 miles an hour; transcontinental record, 5 days 3 hours 31 seconds; double transcontinental rec-ord, 6,972 miles in 10 days 21 hours; fastest time in Pike's Peak hill climb; of the eighteen starters in the Vander-bilt Cup race only six finished and three of them were Hudson cars. "In the Grand Prize race twenty started, but only seven finished and the

started, but only seven inlaned and the two Hudsons entered finished in third and fourth places. Not only this, but Patterson's Hudson car went through both the Vanderbilt and Grand Prize races without a stop, making new nonestop road race records.
"Wonderful as these records are."

says Mr. Houpt, "they are not nearly so remarkable as the wonderful per-formances similar Hudson Super-Six cars have made in the hands of own-

DUE IN JANUARY

HIGHER TIRE PRICES

It Is Expected That Economies Will Hold Raise to 15 Per Cent.

After a careful study of the tire ques ion a writer in Automobile Topice reviews the situation as follows:

It seems practically certain that an advance in tire prices will take place about the first of the year. As a matter of fact it seems inevitable for the sound est of reasons, costs of labor and materials rendering a rendjustment impera tive. All of the tire companies may not participate in the advance at the same ime, as there is likelihood that at least one of the very large and very well or ganised manufacturers may adhere to present lists for at least two or three months to come. That price policies will have to be readjusted in a majority of cases, however, seems practically as nured. There are not lacking men in the tir

bulbess who believe that ultimately crude rubber will become of secondar importance beside fabric, the proportion ate worth of the latter commodity having advanced very rapidly during the last few months. How serious the con-dition is is revealed by a statement of the present situation. The 1917 crop of the present situation. The last crop of Egyptian cotton cannot possibly get into the mills of the American tire makers before the middle of January, 1918. The crop of American cotton, only small quantities of which are employed by the ire makers, together with the sea istdle of October, 1917. Between the cot-ton field and the tire factory intervenes

and less productive. The manufacturers' version of the high cost of living, therefore, is that a dollar will not buy as much labor as it would a year ago, irrespective of the nominal rate of wage.

This consideration has resulted in adhas been assigned to T. S. Gamble, who ancing the labor cost in tires about 1814 or cent., while in the same period the vancing the labor cost in tires about

more than 30 per cent. Overlag an aver-risen 25 per cent also, making an aver-age of about 25 per cent. advance in the Maxwell advertising department the past total cost of the tire, as matter of fact. The amployment of the most rigid tits him admirably for this task.

ticularly those made in the way of revis-ing selling and distributive systems, the actual advance to be made will have to absorb only a part of the total increase in cost of manufacture. For this reason it is probable that about 15 per cent, will operate closely with Mr. Gamble in the mark the average advance in lists. Even so, it is not unlikely that some of the smaller companies will have before them an exceedingly perplexing problem when present materials stocks are de-pleted and it becomes necessary to replenish them at prevailing prices. The pinch is likely to be felt during the last six months of next year, although even to-day it is not possible to purchase tire materials at anywhere near the market

ranges of a year ago.

The association of rubber and tires has always seemed so close that it will come as a surprise to most of those who dear Distinctive Line Now Being Shown on Broadway.

What is probably one of the most distinctive lines of closed cars on view in the city is now on exhibition in the Cowen-Magnetic salesroom at the corner of Shoadway and Fifty-seventh street. "There will be no changes in the Owen-Magnetic cars this year," says Sales There will be a said economy in the hands of owners, it will not compare with the any event it will not compare with the any event it will not compare with the played not only over the business done any event it will not compare with the played not only over the business during the past year, but over the presented to the numerous proper during the past year, but over the present of the little things which taken to played not only over the business during the past year, but over the present of the little things which taken to played not only over the business during the played not only over the business done and event it will not compare with the said seven to the little things which taken to played not only over the business done and event it will not compare with the played not only over the business done and event it will not compare with the said seven to only over the business done and event it will not compare with the said seven to only over the business done and event it will not compare with the said seven to only over the business done and event it will not compare with the said seven to only over the business done and event it will not compare with the said seven to only over the business done and event it will not only over the business done and event the little things which taken to played not only over the business.

Severy the little things which taken to only over the business done and event the little things which taken to only over the post of the sum of the little things which taken to only over the business.

Severy the little things which taken to only over the business done and event the little things which taken to only over the post of the sum of the little things which taken to o

other considerations practically make certain a continuance of high prices for this material, at least while the war lasts.

In the rigorous overhauline and inspection of their affairs which the tire makers are constantly giving all phases of their business still another condition is faced in the reduction from larger to smaller prevailing sizes of tires. Where a year or more ago larger sizes prevailed more generally, to-day smaller sizes rule, which means that the tire maker in which the dealers to their feet.

As a result of the fine business they had been doing and the unusual manner in which the Mitchell cars have been making good in the hands of customers, practically all of the dealers placed or derived or the prevailed should not be prevent any possible shortage more generally, to-day smaller sizes rule, which means that the tire maker in more generally, to-day smaller sizes rule, which means that the tire maker in producing a given total number will make less profit than he would have made a year ago.

This, in turn, has given rise to a con-

templated revision of prices based on the actual cost of different sizes, instead of the present illogical basis of tire prices based on general classification without taking into account the actual cost of the various sizes. In other words, one size various sizes. In other words, one size in the past has helped to carry another but with the general revision of price lists it is figured that the readjustment, besides taking account of increased costs, should also place the marketing of the product on an equable basis, thus reliev-ing the industry of any possible burden resulting from changes from time to time in the basis of demand.

NEW YORK CITY

Briscoe Coachaire, Built for Comfort.



R. L. De Limer, president of Briscoe Sales Company, Inc., is eatly pleased with the sales of Briscoe Cars hereabout. Increased factory production now incures him prompt shipments of all models which are equipped with the million dellar motor. The full line consists of a five passenger touring car, four passenger chummy Rondster and a tight delivery wagon. All models are mounted on the same type of chassis. The Conchaire to an all year car and to fitted with a summer and winter top.

MAXWELL PROMOTIONS.

Men for Palthful Service.

A quartet of Maxwell men were promoted last week by Walter E. Flanders, president and general manager of the Maxwell Motor Co., Detroit, T. J. Toner, who has been with the company since its reorganization three years ago, has been appointed director of sales. Up to the present time, Mr. Toner has territory, and in this capacity made save them a piin. Their winning smiles such an enviable record that he became the logical choice as head of the Maxwell sales organisation. He comes to his new post splendidly equipped, having behind him twelve years' experience in the successful of the save and the ton field and the tire factory intervenes a long period of seasoning, spinning, conditioning and weaving, and quite apart from the question of supply, us relating to quantity and quality, the labor and materials situation calls for readjustments of their own affairs by the intermediate crafts. So far as the later and the intermediate crafts. So far as the later and the later an

has been cut to 50 cents a ton.

This firm has only begun to replace its horses with reluctance. It has all the intermediate crafts. So far as the the post of assistant sales manager to that of assistant director of sales. Mr. So that of assistant director of sales, Mr. So that of assi ing from the general unrest. Labor has Charles doubt is made sales manager been more difficult to obtain, less stable Mr. Gould has been service manager and ir, his new position will direct the Max-well field organization. He will also

retain charge of matters pertaining to has been assigned to T. S. Gamble, who came to the Maxwell organization a year ago from Cleveland. Mr. Gamble have charge of all matters pertaaverage price of materials has advanced have charge of all matters pertaining more than 30 per cent. Overheads have in Maxwell advertising and sales pro-

> weeks ago that Mr. Coburn had formed a connection with the Van Cleve Com-pany of New York. While Mr. Coburn will continue his connection in New York, he will still have a definite in-terest in Maxwell affairs and will co-

MITCHELL DEALERS DINE. Talk at High Pitch Because

of Mitchell Success. The first of a series of "pep" dinners

arranged by President George Stowe of the Mitchell Motor Car Company of New York was held at Churchill's res-"In view of the fact that the Hudson says seemed so close that it will come as a surgrise to most of those who deal for the surgrise to the surgrise to most of those who deal for the surgrise to the surgris

freight embargo

EN ROUTE TO HAPPINESS.

Walt Mason Says He Likes It So-

abor and materials situation calls for abor and materials situation calls for readjustments of their own affairs by the intermediate crafts. So far as the fabric question alone is concerned, therefore, it looks as though there was no fore, it looks as though there was no stebbins has had a valuable experience that of assistant director of sales. Mr. Stebbins has had a valuable experience the girl would say, with burning cheek extending over a number of years in the wyou ought to know your rig's a freak." When thirty maids had talked that way, I said, "I'll paisied be and gray, the seams of age will score my brow, before I lariat a frau, unless new methods

I adopt—the old time plans are herewith dropped. I have a bundle laid away, I saved it for a rainy day, but rainy "Just take your wad and buy a Haynes,

bought a Haynes, and now the

Packard Service Discussed From

Principles which underlie the Packard

ard Motor Car Company of New York to approximately 200 employees, includ-ing all members of the service department whose duties bring them in tact with customers; the accounting cost departments, and all other ployees of the New York and Long Istand establishments who have been in the company's employ five years and more.

Haynes That's Made in Kokomo Refore I bought my handsome Haynes

ing wife, with her to walk along the years, to mingle hopes and smiles and tears, with her to work and rest and sup-but all the damsels passed me up. I'd ask the girls to take a walk with Up to the present time. Mr. Toner has me around a village block, or ramble been sales manager in the Pacific coast down a country lane, and such requests

weather is afar-I'll take my roll and the banker said, "and life will be a thing

girls, those lovely maids with sunny curls, look on me with admiring eyes, and half a score of them will rise when I lift up my hand and my, "Who wants And when I pop the question next, I do not think that I'll be vexed, by a

PACKARD EMPLOYEES DINE.

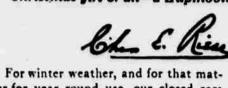
Every Angle by 200 Men.

service idea were emphasized at a din-ner on December 5 given by the Pack-



I am pretty sure that every last man who owns a Hupmobile will have a Merry Christmas. Because a Hupmobile means so much in pleasure and health and downright car satisfaction. There's still time for you to make

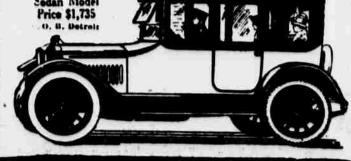
your family and yourself the finest Christmas gift of all—a Hupmobile.



are unusually attractive. They embody every refinement and luxury of the highest priced cars. PHONE CIRCLE 1616

Limousines, Landaulets, Broughams, Sedans, etc., for Immediate Delivery

Hupmobile



The mark of auperior motor cer ter for year round use, our closed cars

Chas. E. Riess & Co., Inc. 1741 Broadway, at 56th Street

"How Soon Can I Get My Car?" You want it right away. If it's a bearing you need, we can supply you instantly. 4 Bearings Service when and where you want it, that is the whole story. The manufacturers of Timken, Hyatt, and New Departure Bearings are now rendering their service to the consumer through the Bearings Service Company. Complete stocks are carried. <u>Bearings</u> SERVICE COMPANY WEST FIFTY-SIXTH STREET

Thievery Increasing Because of Carelessness on Part of Owners.

FOIL BUSY THIEVES

LOCK YOUR CAR TO

Lock your automobile or your car is apt to vanish, not of its own accord, but by clever means best known to meter car thieves. Police officials, automobile lealers and insurance officials are shoul-

ing this advice.

Their warning is well founded, for 99 Their warning is well founded, for 2) per cent, of the automobiles stolen in Chicago, for instance, are taken as a result of carelessness on the part of owners. It is estimated that the total value of the second course is ers. It is estimated that the total value of the cars stolen in Chicago during the past eleven months is more than \$2,000,000. This is nearly \$1,000,000 more than the value of the cars stolen during the entire year of 1915.

entire year of 1915.

In a statement Chief of Detectives C.

La. Larkin of Chicago says: "Carelessness on the part of the automobile owners is the chief contributing cause of the remarkable increase in automobile thefts. Every car should be locked whenever it is left for a moment. People whenever it is left for a moment. whenever it is left for a moment. People protect their homes against burgiars, but they leave their cars standing around like so much junk. The majority of them are insured, and the strange thing to observe is the remarkable difference in the amount of assistance we get in recovering a car for a man who has his car insured and one who hasn't. Locks are the only solution." are the only solution."
Out in Milwaukee the police are having their hands full with automobile

thieves and the aystem of the latter is such that detection is made very diff-cult. Twenty-four small cars of a cer-tain well known make, stolen from residents of Milwaukee and later disposed of by the thieves, have been recovered by the police and now are stored at the prmory adjoining the central police station.

The work of identifying the cars and restoring them to their rightful owners has begun. In some instances as many as four

cover the purchase price may result one instance the thief sold a stolen ca person. The third person was notified take the car to the police station and to did so. Now he must look to the man from whom he bought the car for his money. This man must pay and look to the man from whom he made the pu-chase. This man must pay and he must take chances on recovering from BIG FORD PRODUCTION

but Demand Is Not Met. November marked another product

record for the Ford Motor Company when 63,206 motor cars were suppeto waiting agents and retail buyers. In spite of this record output the general for "the universal car" continues ahead of production by a substantial margi-The five passenger Ford Sedan and t convertible two passenger coupelet have produced an overwhelming demand to these popular enclosed cars. But apart from this market is the continued d-mand for the open models, the touring car and runabout. More and more or ers everywhere are coming to drive Ford cars all the year round. The proved value of automobile service for busines or pleasure is too great to be lost dis-ling the winter months, and the increas-ing number of good roads throughout the country has made it possible to use motor cars twelve months in the year. So the public has continued to buy with-out any slackering of demand at this out any slackening of demand at the season of the year.

AUTOMOBILE EXCHANGE

STEARNS I.-4 TOURING CAR We have a 1916 Stearns I.-4 touring that has been run approximately (ins I sand Miles, which we will sell with a Body Only. (New)
CHAS E. RIESS & CO., INC.
1741 Broadway, New York City, N. 1
Phone Circle 1614. 1918 RENAULT LANDAULET 15-0

perfect; mechanical condition equipped. ROSKAM-SCOTT SO 1916 CADILLAC SEDAN: special seven passenger; used little; perfect, ROSKAN SCOTT CO., 1896 B'way.

1915 PACKARD: 2-28; five passeng touring; like new; bargain, ROSECAN SCOTT CO., 1896 B'was. FIAT CONVERTIBLE, 51 ... starting and lighting alth Hebrer's inpublic landaulet-touring, repaired hauled; bargain, HOSKAM-SCHIT 1898 B'way.

1814 SIMPLEX LIMOUSINE, 50 harres Martha Washington type body, e.gan condition, up-to-date ROSKAM SCI. CO., 1828 B'way.

1916 CHALMERS SEDAN: I peace of elegant condition, ROSKAM-SCOLIF S. G. V. TOWN CARS, amail the brougham; latest made; overheade painted, ROSKAM-SCOTT (2) 1884 in

1916 PACKARD, 1-35; five passers?
phaeton: elegant condition. tibes, sMscott Co., 1896 B'way.

1916 PACKARD TOWN CAR 12 ilmausine-landsulet; perfect conduct ROSKAM-SCOTT Co., 1898 Hway. 8. G. V. LANDAULET Salest througham; perfect condition; elegant gain. ROSKAM-SCOTT 10. 1898 ft

HANDSOME PAIR BEAR ROBES of two beautiful PLAISH ROBES, GENTLE MAN'S fur lined on erosat; also the fifth fur coat; perfect condition, no cash effectused, PRIVATE STABLE, 148 Eas. 200 st., near lexington av. A. \$476. Late 1916 OVERLAND LUXU RIOUNLY equipped, many axirat und private; equal to new, 148 East 19th d. ment Lex. uv.

TIMKEN BEARINGS HYATT New Departure Service Sta. The Guilliam (252 W. 55th st. (at B way), Tel. \$555

STEARNS-KNIGHT TOURING (48)
We have a 1915 Stearm Kaigh, 2 (4)
der touring our that is practice? **
This car was slightly used as a feature, 1s in perfect condition, and a 4
cided bargain, We also have a 1915 Stearn
Knight 5-Cyl. Three passenger Knales
that is in perfect condition.
CHAS. E. RIKSS & CO., INC.,
1741 Broadway, New York City. **
Phone Circle 1616.

Above is pictured the "anchored car." are machined so that they are always as always as a scientific device based on careful mathematical calculations which were made in the engineering department of Dodge Brothers' factory and in the engineering department of Hishop. McCormick a Bishop in Brooklyn

The idea has been so carefully worked out that the operation of the machine actually does duplicate road conditions. To bring this about, the tires are removed from the rear wheels and heavy iron castings are substituted for them. These castings are substituted for them. These castings are actually does duplicate to the inside of the casting, and there are also fins on the casting and the casting toward the car, so that cooling is accomplished both by air and by water. These castings